

Message Text

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ACTION EUR-12

INFO OCT-01 EB-07 ISO-00 /020 W
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R 131426Z JAN 76
FM AMEMBASSY MOSCOW
TO USDOC WASHDC
INFO SECSTATE WASHDC 8635

UNCLAS MOSCOW 450

USDOC FOR BEWT/TDAD
DEPARTMENT FOR EUR/SOV

E.O. 11652: N/A

TAGS: BEXP, BTRA, UR

SUBJECT: SOVIET DELEGATION FROM MINISTRY NON-FERROUS METALLURGY;
REQUEST FOR USDOC ASSISTANCE IN ARRANGING PROGRAM

REFS: 75MOSCOW18470 (NOTAL), MOSCOW 375 (NOTAL)

1. SOVIET MINISTRY OF NON-FERROUS METALLURGY HAS REQUESTED COMMERCIAL OFFICE'S ASSISTANCE IN SETTING UP VISITS (JAN27-FEB8) TO SEVERAL U.S. FIRMS BY THREE-MAN DELEGATION HEADED BY DIRECTOR OF MINISTRY'S INSTITUTE OF HARD ALLOYS, L.I. KLYACHKO. KLYACHKO, BEZVERKHIY, AND USHAKOVA (INTERPRETER) ARE INTERESTED IN VISITING TEXAS INSTRUMENTS, KENAMETAL, TELEDYNE, GTE SYLVANIA, AND ADAMAS CARBIDE CORPORATION, BUT MINISTRY HAS NOT MADE ADEQUATE ARRANGEMENTS DIRECTLY WITH FIRMS. IN VIEW COMMERCIAL POTENTIAL OF VISIT, AS WELL AS THE CLOSE COOPERATION WE HAVE RECEIVED FROM MINISTRY IN PAST AND EXPECT TO RECEIVE IN CONNECTION WITH JUNE '76 NON-FERROUS METALLURGY SEMINAR/EXHIBIT, WE WOULD APPRECIATE BEWT ASSISTANCE IN PUTTING TOGETHER USEFUL VISIT.

2. PURPOSE OF KLYACHKO VISIT IS FAMILIARIZATION WITH TECHNOLOGY OF PRODUCTION OF TITANIUM ALLOYS AND DISCUSSIONS ABOUT POSSIBLE PURCHASES OF EQUIPMENT AND/OR TECHNOLOGY RELATED TO THIS FIELD. KLYACHKO PARTICULARLY INTERESTED IN TUNGSTEN AND MOLYBDENUM ALLOYS.

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3. CONTACT AT TEXAS INSTRUMENTS IS NORMAN NEUREITER, TEL: 214-238-4434 (DALLAS), TELEX 470900, AND COMMERCIAL OFFICE HAS ALREADY HAD EXCHANGE OF TELEXES WITH NEUREITER RE SOVIET VISIT. JAN 12 TELEX FROM NEUREITER CONFIRMS TI WILLINGNESS TO RECEIVE KLYACHKO GROUP AT TI'S ATTLEBORO, MASSACHUSETTS "CLAD METAL PRODUCTS" PLANT. (COMMERCIAL OFFICE HAS RELAYED TO MINISTRY NEUREITER'S CAVEAT ABOUT PROPRIETARY INFORMATION.)

4. KENNAMETAL CONTACT IS W.L. KENNICOTT, VICE PRESIDENT FOR ENGINEERING, TELEPHONE 412-537-3311 (LATROBE, PA.). CO HAS NOT HAD DIRECT CONTACT WITH KENNAMETAL RE KLYACHKO VISIT.

5. CO RECEIVED TELEX FROM FNU ARMSTRONG, DIRECTOR OF PRECISION MATERIALS AT GTE SYLVANIA'S STAMFORD, CONN. HEADQUARTERS (TELEX WUD 965 821), IN RESPONSE TO OUR QUERY RE WILLINGNESS RECEIVE KLYACHKO GROUP, AND HAS PROVIDED ARMSTRONG WITH FOLLOWING DESCRIPTION OF SOVIET INTEREST IN SYLVANIA VISIT: PURCHASE OF EQUIPMENT AND/OR LICENSE FOR PRODUCTION OF TUNGSTEN AND MOLYBDENUM ALLIED WITH THORIUM. MINISTRY HAS SUBSEQUENTLY PROVIDED US WITH NAME OF JOSEPH PARKS, GENERAL MANAGER FOR MARKETING AT SYLVANIA'S TOWANDA, PA. DIVISION (TEL. NO. 717-265-2121) AS CONTACT FOR VISIT.

6. PRESIDENT OF ADAMAS CARBINDE CORP., E.L. DREYER (TEL: 201-241-1000) HAS TELEXED CO OF WILLINGNESS TO RECEIVE SOVIETS AT HIS KENILWORTH, N.J. PLANT AND HAS ASKED FOR CLARIFICATION OF KLYACHKO'S INTERESTS. MINISTRY HAS PROMISED TO SUPPLY THIS WEEK AND WE WILL PROVIDE TO TDAD.

7. TELEDYNE INTERNATIONAL CORPORATION'S VICE PRESIDENT, RUSSELL L. KIERNAN (TEL. NO. 213-277-3311, TELEX WUD 674-106) IS REPORTEDLY AWARE OF SOVIET VISIT. MINISTRY TODAY SUPPLIED FOLLOWING TWO ADDITIONAL NAMES: WALTER E. ALKINGTON, SENIOR METALLURGY RESEARCHER IN TELEDYNE'S ALBANY, OREGON OFFICE (TEL. NO. 503-926-4211); AND VICE PRESIDENT-SALES, JERRY WEILAND, PARKWAY CENTER, PITTSBURGH, PA. (RQW-922-9615).

8. DELEGATION ARRIVES WASHINGTON, D.C. JAN 27 (AEROFLOT SU-317) AND PLANS TO DEPART FEB 8 FROM NYC. MINISTRY WILL PURCHASE UNCLASSIFIED

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DOMESTIC AIR TICKETS ONCE SCHEDULE IS WORKED OUT.

9. MINISTRY WOULD ALSO WELCOME ANY SUGGESTIONS FROM USDOC ON OTHER FIRMS TO BE VISITED WHICH WOULD MESH WITH PURPOSE OF VISIT STATED IN PARA TWO.

10. SUGGEST TDAD COORDINATE WITH MR. MIKE DIXON (EUR/SOV) AT STATE RE ITINERARY. PLEASE NOTE THAT DELEGATION WISHES TO

STAY 13 DAYS, VICE 8 AS STATED IN MOSCOW 18470.

11. COMMERCIAL OFFICE APPRECIATES TDAD'S ASSISTANCE.
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 13 JAN 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976MOSCOW00450
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760012-0709
From: MOSCOW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760163/aaaacdkj.tel
Line Count: 119
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: mendozsm
Review Comment: n/a
Review Content Flags:
Review Date: 19 JUL 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <19 JUL 2004 by castelsl>; APPROVED <06 OCT 2004 by mendozsm>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SOVIET DELEGATION FROM MINISTRY NON-FERROUS METALLURGY; REQUEST FOR USDOC ASSISTANCE IN ARRANGING PROGRAM
TAGS: BEXP, BTRA, UR
To: COM
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006